

Bhimesh Gahlot

Jaipur, Rajasthan

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SUMMARY

B.Tech graduate (May 2026) currently in Founder's Office at Grovio AI, working directly with founders across investors, clients, strategy, and operations. Prior two years building a bootstrapped D2C brand from zero to structured omnichannel operations at Shriaagya, and backend internship at CarDekho Group. High ownership, strong analytical foundation, and genuine comfort with AI tools as a daily working layer.

EDUCATION

Manipal University Jaipur

B.Tech in Computer and Communication Engineering

Jaipur, Rajasthan

Sep 2022 – May 2026

EXPERIENCE

Grovio AI

Founder's Office

Remote / India

April 2026 – Present

- **Single Point of Contact for Everything:** Acting as the central operational layer at a pre-launch AI marketing platform. The go-to person across investors, clients, vendors, internal teams, and founders. If something needs to move, it goes through me. If something is stuck, I unstick it.
- **Investor & Stakeholder Relations:** Managing investor communications, preparing updates, and coordinating follow-ups with potential investors and strategic partners. Ensuring founders are always prepared with the right context before every high-stakes conversation.
- **Client Acquisition & Onboarding:** Owning the full client lifecycle from first conversation to activation. Designed the end-to-end onboarding process for Grovio's D2C brand clients, built proposals and briefs, and managing follow-through across India and USA markets.
- **GTM Strategy & Content Playbooks:** Built content marketing playbooks covering India and USA markets including Hinglish, WhatsApp-native, and platform-specific creative strategies. Working directly with founders on GTM execution and growth initiatives.
- **Hiring & Internal Operations:** Managed recruitment pipelines for Video Editor, Graphic Designer, and Content Creator roles end-to-end. Owning internal coordination across product, content, and growth to ensure everything runs on time and nothing falls through the cracks.

Shriaagya

Strategy & Growth Lead

Rewari, Haryana

Aug 2024 – March 2026

- **0 to 1 Business Build:** Took the brand from informal WhatsApp selling to a structured omnichannel operation with Shopify, Meta campaigns, and offline retail. No external funding, 3-4 people, no salary for two years. Travelled Jaipur to Rewari every weekend during college because the learnings mattered more than the money.
- **Strategic Planning, OKRs & Financial Modelling:** Set quarterly objectives across marketing, supply chain, and operations. Built weekly review cadences and tracked actuals vs targets. Built a six-tier financial model (INR 2k–18k) mapping fixed costs, variable costs, contribution margins, and gross margin per SKU. Every pricing call had a model behind it.
- **Business Visibility & MIS Reporting:** Built Excel dashboards and MIS trackers covering revenue per channel, ROAS, conversion rate, repeat purchase rate, and SKU-level margins. INR 1.2L online and INR 3–4L offline in Feb 2026; 4.8x ROAS on INR 25k Meta spend; 70% in-store repeat rate. Every report had a recommendation attached, not just numbers.
- **Vendor Negotiations & Supply Chain:** Sourced, negotiated, and managed fabric suppliers, packaging vendors, and logistics partners from scratch. Visited vendors on the ground, renegotiated contracts when costs shifted, and kept fulfilment running without a dedicated ops team.
- **Process Building & Cross-Functional Execution:** Designed SOPs and operating cadences across supply chain, order management, and content. Coordinated vendor, logistics, marketing, and content functions without formal authority. Fixed a silent checkout conversion bottleneck through structured UX experiments without adding spend.

Girnarsoft (CarDekho Group)

Backend Development Intern

Jaipur, Rajasthan

May 2024 – July 2024

- **Technical Foundations & Problem Solving:** Built production backend modules in Python, Flask, and SQL at scale. Comfortable working with engineering teams, evaluating AI tooling, and applying first-principles root-cause thinking to operational problems.

SKILLS

- **Founder's Office:** Investor Relations, Client Management, Executive Support, OKR Tracking, MIS & Dashboard Design, Hiring Pipeline Management, Stakeholder Management, Operating Cadence
- **Strategy & Growth:** 0-to-1 Execution, GTM Strategy, D2C Brand Operations, Financial Modelling, Unit Economics, P&L Tracking, Business Case Development, Revenue Stream Identification
- **Operations & Execution:** Cross-Functional Coordination, SOP Design, Vendor Negotiation, Supply Chain Management, Process Structuring, Bottleneck Unblocking, High Ownership
- **AI Tools:** Claude, ChatGPT, Perplexity, Gamma – used daily for research, writing, analysis, and execution
- **Tech & Tools:** Python, SQL, MS Excel (Advanced), Google Sheets, PowerPoint, Shopify, Meta Ads Manager, GitHub